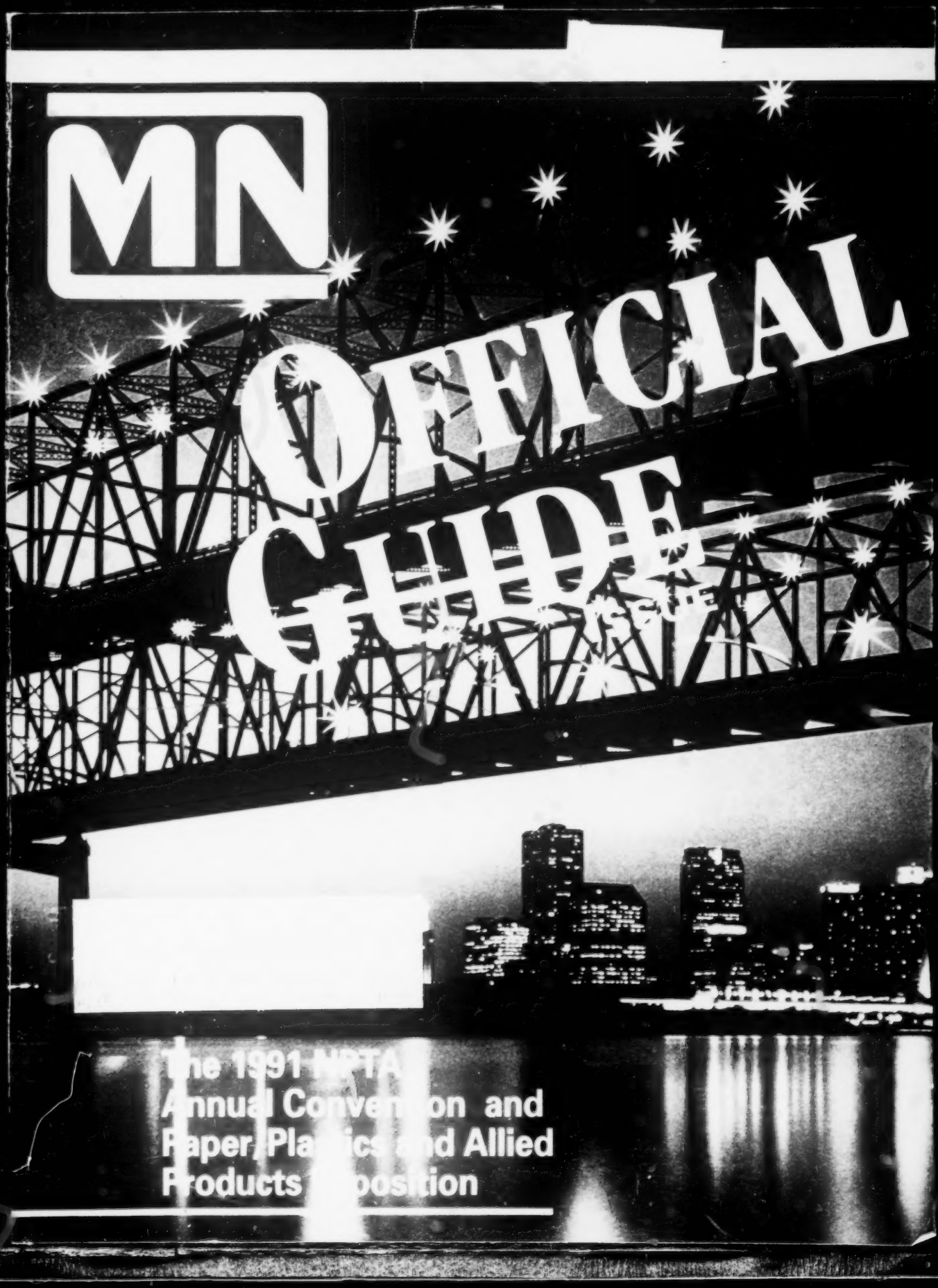
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Annual Convention and
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INDUSTRY WATCH

Cincinnati Cordage Nears Centennial

The Cincinnati Cordage and Paper Co., "Cordage Papers," Columbus, OH, is gearing up for its Centennial Year in 1992. Three generations of ownership have brought Cordage through several recessions and the Great Depression of the 1930s. Cordage is proud of its 100th anniversary and plans to celebrate throughout the year to mark the occasion.

Cordage named two presidents in 1991: Lawrence H. Gray, Cincinnati division general manager for the past five years, and J. Franz Harris, Columbus, OH, and Huntington, WV, general manager, who has been with the company for 25 years.

The company saw the retirement of Dayton general manager and Cordage vice president James L. Zimmerman, who was succeeded as general manager by Tim A. McNew, formerly the division's sales manager. McNew has played an active role in training the company's salespersons.

Peter H. Loal joined Cordage in sales this year, bringing with him 23 years of experience in the paper industry. He is now part of Cordage's Publishing Division, which includes Ronald F. Reinstatler in Cincinnati, and Richard H. Philpot in the Nashville division. Loal operates out of Cleveland.■

Briefly Noted....

Cole Harford Co., a Kansas City-based redistributor of disposable paper and plastic foodservice products and sanitary maintenance supplies, has joined Redistributors of America, Inc., as a member. The national association represents leading distributors in the field....**Marcal Paper Mills**, Inc., Elmwood Park, NJ, has just added a Paper Converting Series 250 Rewinder to its operations. This new machine has double the capacity of the equipment it replaces with increased efficiency in the line. The new rewinder is part of the capital improvements being made by Marcal....**S. Walter Packaging Corp.**, Philadelphia, PA, has completed its eighth acquisition, the most recent being Lindley Packaging—store use division....**Printpapier U.S.A., Inc.**, San Mateo, CA, represents various mills in Europe and has targeted North America and Asia as its market. Printpapier U.S.A., Inc., has completely taken over the Paper Division of MF International Trade, Inc....**Lung Meng Machinery,** parent company of Asari Plastic Corp., Baldwin Park, CA, was recently recognized in the May issue of *Plastics World* magazine as being one of the leading extruder manufacturers supplying the U.S. market. The "Who's Who in Extrusion Machinery" identified top-ranking manufacturers on a global basis. Asari's new Baldwin Park facility is equipped with Lung Meng extruders, printers, and bag-making machines.

Strong Growth Seen For Packaging

U.S. demand for high visibility packaging will increase 9% per year to $5.3 billion and 21.7 billion units in 1995. Carded blister packs such as unit dose and tamper-evident pharmaceutical containers, and clam shell packages for the marketing of prepared foods will provide the best opportunities, with both segments growing 10.6% annually. Growth in this segment will be based on easier disposal requirements and the waste source reduction advantages of downsized containers.

The demand for windowed packages will advance 8.5% per year to $1.25 million, with existing applications growing steadily along with the population and lower plastic content favoring the expanding substitution of more environmentally friendly windowed packages for carded blister packs and clam shells.

Skin packages demand will increase 7.8% per year to $1 billion in 1995 due to gains in the primary packaging of consumer products less vulnerable to display and transport damage, and as secondary wraps for retail goods with strong barrier protection and tamper-evidence requirements. These and other key findings by project director William P. Weizer are included in a new report titled "Blister & Other High Visibility Packaging," published by the Cleveland-based research firm, The Freedonia Group, Inc.

A positive factor in high visibility packaging is the intensifying competition among producers of consumer products, which will lead to a rising use of distinctive packaging systems that enhance the perceived value of retail commodities and encourage impulse buying. The vulnerability of many consumer goods to damage or sabotage will propel manufacturers to broaden the use of containers that assure product quality and provide tamper-evidence. Efforts by medical professionals to improve the safety and accuracy of medication delivery procedures will create expanding demand for unit dose drug blister packs.■

US HIGH VISIBILITY PACKAGING DEMAND BY TYPE
(in millions of dollars)

Item	1990	1995	2000	% Annual Growth 95/90
HV Packaging Demand	3450	5300	7300	9.0
Carded Blister Packs	1150	1900	2750	10.6
Windowed Packages	825	1240	1650	8.5
Skin Packaging	695	1010	1395	7.8
Clamshell Packaging	350	580	820	10.6
Other HV Packaging	430	570	685	5.8

Source: The Freedonia Group, Inc.